



Entrepreneurship & Globalization

Information Resource Center
Public Affairs Section
U.S. Embassy Jakarta

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Mission works with
Indonesia to strengthen
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environment, promote
prosperity, enhance
understanding and
ensure security for our
people, our nations, and
our region.**

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Speaker Profile: Harry G. Haris, Ph.D.



Harry G. Harris is President of Health-Care California, a health care enterprise and President of

Global Management Associates, a consulting group. Dr. Harris also serves as President of the Harry G. Harris Foundation, a charitable trust. Previously, he was a Visiting Professor at the University of California, Davis. Recently, he concluded eight years as Trade Advisor to the Mayor of Fresno, California.

A native Californian, Dr. Harris received an A.B. (honors) and M.A. from the University of California at Berkeley specializing in international affairs. He was a University Scholar for four years. Dr. Harris attended Harvard University and the John Fitzgerald Kennedy School of Government receiving an M.P.A. and the Ph.D. degree. He has been a visiting scholar at the University of California at Berkeley. Dr. Harris served in the Office of the Secretary of Defense in Washington, D.C. as Executive Assis-

tant to the Assistant Secretary of Defense for International Security Affairs and was the Protocol Officer to the Secretary of Defense.

Dr. Harris has been a faculty member and Course Director in the Department of Political Science at the United States Air Force Academy. Later, Dr. Harris returned to Washington, D.C. to serve as Acting Director for Contract Compliance in the Office of the Secretary of Defense. His responsibilities included nationwide strategic planning and management of major programs in American industries.

In 1975, Dr. Harris was appointed Director of Management in the Office of the Secretary of Defense. His major responsibilities included strategic planning, policy development and congressional relations. Dr. Harris then served at The White House as a senior professional staff member. He was with the National Alliance of Business in Washington, D.C. from 1977 to 1979 as Vice President.

Dr. Harris' research interests include multinational enterprise strategy, globalization and competitiveness among

entrepreneurial firms. He has conducted extensive research on global management and strategic policy issues in private and public enterprises with visits to more than 100 countries. Dr. Harris has lectured extensively at universities and other organizations in Asia, Europe, the Americas, the Middle East and Africa. He continues to be active in global management and business consulting as well as in his research and lecturing.

Dr. Harris is a member of Phi Beta Kappa, Academy of International Business, Harvard Graduate Society, Founding Member of the Strategic Management Society, Charter Member of the Pan Pacific Business Association and a Founding Member and Honorary President of the Pacific Management Association.

Since 1980, Dr. Harris has managed an investment portfolio and been a global management and business consultant. He serves as a member of the Fortune Magazine Business Leader Council. Dr. Harris has received a Presidential Citation for exemplary service to the United States of America.

This information package is compiled for the IIP Speaker Program on Women in Entrepreneurship on March 23-31, 2011.

Books, articles, reports and websites described in this info package present a diversity of views in order to keep our users to keep abreast of current issues in the United States in particular and worldwide in general. These items represented the views and opinions of the authors and do not necessary reflect official U.S. Government policy.

Entrepreneurship Initiatives under the U.S. – Indonesia Comprehensive Partnership

Global Entrepreneurship Program Indonesia (GEPI).

The U.S. government's focus on entrepreneurship was first announced in President Obama's June 2009 Cairo speech on "New Beginnings and Global Engagement" and amplified through the Presidential Summit on Entrepreneurship. The Global Entrepreneurship Program (GEP) supports and empowers entrepreneurs around the world by marshalling partners as well as multiple U.S. government programs to create a successful ecosystem for entrepreneurs.

The U.S. government selected Indonesia as one of two pilot countries for the GEP. The launch of GEP in Indonesia (GEPI) was took place on Global Entrepreneurship Week in last November.

The GEPI will be supporting Indonesia's efforts to host a regional summit in July 2011 as a follow-on to the Presidential Summit on Entrepreneurship. It will also coordinate an entrepreneurship trade mission to Indonesia in early 2011, bringing together American investors and entrepreneurs with their Indonesian counterparts to learn about the local business climate.

GEPI will rely on a secretariat privately funded by a private Entrepreneurship Board, which consist of 14 Indonesian entrepreneurs.

Read more on:
Indonesia: Follow-Up to President Obama's Cairo

Speech at:
<http://1.usa.gov/e9lrg8>

Fact Sheet: Economic and Trade Cooperation with Indonesia at:
<http://1.usa.gov/h40V6C>

Tanggapan Antonius Tanan, Presiden UCEC, Soal Global Entrepreneurship Program at: <http://bit.ly/flznqk>

Microsoft and USAID Spur Innovation with New iMULAI Competition.

The United States Agency for International Development (USAID) partnered with Microsoft Indonesia launched iMULAI 3.0, a national open source software competition to promote local entrepreneurs that utilize information technology to create new and innovative businesses to meet local demand.

"Entrepreneurship is one of the fastest growing areas of our Comprehensive Partnership, successfully promoting stronger ties and greater people to people engagement to the benefit of both our economies," explained Ambassador Scot Marciel.

USAID Mission Director Walter North added, "The goal of our contribution to the iMULAI program is to help local IT start-ups transform their innovative ideas into real business solutions. We want to promote Indonesia as a leading global innovator."

The 15 iMULAI 3.0 winners will receive Microsoft software valued at \$250,000 as part of Microsoft's

BizSpark program for IT startups hardware to support their businesses and participation in special boot camps to help them develop their business innovation. Winners will retain proprietary rights to their innovations and have the opportunity to promote their innovative products to a group of local and global venture capitalists.

More details at: <http://bit.ly/euXdCT>

U.S. Embassy Partners to Support Indonesian Entrepreneurs.

U.S. Ambassador Scot Marciel participated in a press conference at high-tech cultural center @america to announce U.S. partnership in the ITB Entrepreneurship Challenge 2011 competition, a national business plan competition in its sixth year.

U.S. Embassy Jakarta has partnered with the Asgar Muda Foundation and Bandung Institute of Technology (ITB) to support the ITB Entrepreneurship Challenge. Metro TV will film the competition, which runs from January through May, as part of an 8-episode reality TV show to promote entrepreneurship in Indonesia.

During the press conference, Ambassador Marciel explained why the U.S. Embassy is supporting this unique entrepreneurship program. He said, "We want to do everything we can to help Indonesia succeed, particularly the youth."

Also speaking were Goris Mustaqim, representing the Asgar Muda Foundation, and Andreas Renard Widadarto, from the ITB Entrepreneurship Challenge 2011 committee. Goris is an example of a successful Indonesian entrepreneur ... and he was one of nine Indonesians in attendance at the Presidential Summit on Entrepreneurship in April 2010 in Washington, D.C., where he met President Obama. More details at: <http://bit.ly/eLPw6g>

OPIC Announces Southeast Asia Investment Conference.

The Overseas Private Investment Corporation (OPIC), the U.S. Government's development finance agency, will hold its seventh international investment conference at the Shangri-La Hotel in Jakarta, Indonesia, from May 3 to 5, 2011.

President Barack Obama announced the OPIC conference, Access to Opportunity in Southeast Asia, during his November 2010 trip to Indonesia, stating it would "highlight new opportunities for partnership here and across the region." [...].

The Conference will connect U.S. and regional investors, financial institutions, private equity managers, local partners, and government officials. Its sessions will focus on access to investment and trade finance, private equity, infrastructure, tourism and entrepreneurship. More details at: <http://bit.ly/hSfFP6>

ARTICLES

Flush with Great Ideas?.

Kate Lister. Entrepreneur; Feb2011, Vol. 39 Issue 2, p74-74, 1p

The article focuses on three basic questions that venture capitalists ask themselves when making an investment decision. Topics include the winner concept, scalability of a business model, leadership ability of the entrepreneur, and the market's ability to support growth in the sector. Venture capitalists also consider the entrepreneur's understanding costs, pricing, and capital needs.

The Future-Proof Entrepreneur . Jonathan Blum. Entrepreneur; Nov2010, Vol. 38 Issue 11, p51-55, 5p.

The article looks at trends in technology and developments that are expected to change how entrepreneurs handle their businesses. Topics discussed include business applications for smart phones, Internet-based office software, and online financial software. The author speculates on the future of videoconferencing in business communication.

What Grows an Economy?.

Rich Karlgaard. Forbes; 11/22/2010, Vol. 186 Issue 9, p34-34, 1p.

The article discusses economic growth in the U.S. and the importance of entrepreneurial success to it. Carl Schramm of the Ewing Marion Kauffman Foundation says a key determinant of growth is the number of

startups that generate \$1 billion in revenues within 20 years. The author believes the U.S. can promote entrepreneurship by adopting policies that encourage foreign graduates of U.S. colleges to remain in the U.S. and foreign entrepreneurs to relocate there.

Expeditionary Economics.

Carl J. Schramm. Foreign Affairs; May/Jun2010, Vol. 89 Issue 3, p89-99, 11p.

An essay is presented on rebuilding economies in the aftermath of conflicts and natural disasters. The author explains that the ultimate goal for rebuilding an economy is social stability. The author argues that the entrepreneurial model practiced in the U.S. and elsewhere is a proven model for economic growth. The U.S. dependence on international development agencies or non-governmental organizations on improving economic conditions is addressed.

Entrepreneurs Put New Products on Shelves Across the Country.

Anthony Raissen. Response; May2010, Vol. 18 Issue 8, p66-66, 1p

The article offers tips to help entrepreneurs to successfully take a product on a retail market. It states the need of entrepreneurs to know everything about the products and to understand how the different parts of the product come

together. It encourages them to know the competition as well by researching about it. Moreover, it emphasizes the need of mind-ing always the biggest reason for a new product's failure which is the funding.


Please contact:
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version of above
Articles


A Small Business Made to Seem Bigger. Eilene Zimmerman. New York Times Online Edition; March 11, 2011.

People who run a business alone often want it to appear bigger than it really is -- as if it has teams of employees and unlimited resources. This is now more possible than ever thanks to some tools that so-called solopreneurs and other small businesses have at their disposal, giving them the reach and capabilities of far bigger companies. Complete story is available online at: <http://www.nytimes.com/2011/03/03/business/smallbusiness/03sbiz.html>

Developing World's Entrepreneurs Must Overcome Obstacles. Katherine Lewis. America.gov; October 4, 2010.

For some entrepreneurs, all

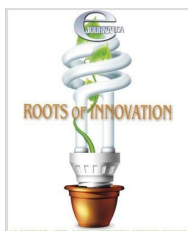
times are hard times.

In developing countries with not-so-friendly business climates, small business owners often face more daunting and persistent hurdles than their counterparts in the developed world. Those hurdles range from onerous government regulations to corruption to poor infrastructure...Yet, with determination and persistence, they often succeed against many odds, particularly if they can turn to local, regional or international networks for advice, mentorship or investment. Complete story is accessible at: <http://www.america.gov/st/business-english/2010/October/20101004151339enirehtak0.2372792.html#>

Small-Business Innovation: A Role for Government. Charles W. Wessner. America.gov; 6 November 2009.

Governments around the world are committing high-level policy attention and significant resources to the challenge of knowledge-based competition and growth. Success in this endeavor depends on effectively transforming national investments in research into competitive products for the market. Complete article is accessible online at: http://www.america.gov/st/scitech-english/2009/November/20091106123750eb_yessedo0.6841547.html#

E-PUBLICATIONS



Roots of Innovation.

Department of State. 2009.

Economic expansion depends more and more on innovation — not simply producing more goods and services, but producing ever newer goods and services.

This eJournal explores one nexus of questions at the heart of these discussions: What is innovation? Can governments and societies encourage innovation? Our contributors explore these questions from a number of angles, including the influence of culture, geography, and intellectual property rights on innovation. Available online at: <http://www.america.gov/media/pdf/ejs/1109.pdf#popup>



e-Journal: Venture Capital Meets Hi-Tech.

Department of State. 2008.

This eJournal explores the phenomenon that drives uncounted Americans — and now citizens of other nations — to create fledgling “start-up” businesses that explore and exploit the latest developments in high technology. It also investigates the closely related “venture capital” phenomenon. How investors match their funds to (hopefully) winning ideas is a big part of the start-up story. Available online at: <http://www.america.gov/publications/ejournalusa/0508.html>

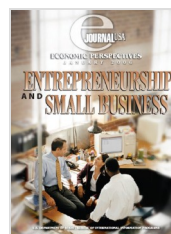


Principles of Entrepreneurship.

Jeanne Holden. Department of State, 2007.

Economists and business people differ in their definitions of entrepreneurship. Most, however, agree that entrepreneurship is vital for stimulating economic growth and employment opportunities in all societies. This is particularly true in the developing world, where successful small businesses are the primary engines of job creation and poverty reduction. This series of 21 one-page primers discusses the essentials for building and running a business from the planning stages to marketing a product. Available online at: <http://www.america.gov/publications/books/principles-of-entrepreneurship.html>

[entrepreneurship.html](http://www.america.gov/publications/entrepreneurship.html)



e-Journal: Entrepreneurship and Small Business.

Department of State, 2006.

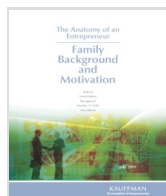
Small businesses built the United States in the country's first century. Today the flexibility of small businesses provides lessons for big business. Small businesses contribute to the U.S. economy not only in innovation and adaptability, but also in job creation for women and minorities and in economically distressed areas. Available online at: <http://www.america.gov/publications/ejournalusa/0106.html>

REPORTS

A Special Report on Entrepreneurship - The United States of Entrepreneurs: America Still Leads the World.

Economist, March 2009. For all its current economic woes, America remains a beacon of entrepreneurialism. Between 1996 and 2004 it created an average of 550,000 small businesses every month. Many of those small businesses rapidly grow big. The world's largest company, Wal-Mart, was founded in 1962 and did not go public until a decade later; multi-million dollar companies such as Google and Facebook barely ex-

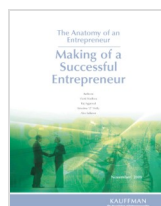
isted a decade ago. America was the first country, in the late 1970s, to ditch managerial capitalism for the entrepreneurial variety [...]. America has found the transition to a more entrepreneurial economy easier than its competitors because entrepreneurialism is so deeply rooted in its history. Complete report is available at: <http://econ.st/f9hNgU>



The Anatomy of an Entrepreneur: Family Background

and Motivation. Kauffman Foundation; July 2009.

This report provides insights into high-growth founders' motivations and their socioeconomic, educational, and familial backgrounds. Full Report is accessible at: <http://bit.ly/iOuSi>



The Anatomy of an Entrepreneur: Making of a Successful Entrepreneur.

Kauffman Foundation;

July 2009.

This report provides insight

into company owners' views about what influences the success or failure of a startup business. Entrepreneurs identified prior work experience, learning from previous successes and failures, a strong management team, and good fortune as the most important factors in their success. Full text is accessible at: <http://bit.ly/3fNz79>

More resources on entrepreneurship from Kauffman Foundation is available at: <http://www.kauffman.org/Section.aspx?id=Entrepreneurship>

MULTIMEDIA RESOURCES

Videos



Trade and Economics: No Risk, No Reward

American companies are investing in new environmentally friendly "green" technology and are seeing increasing customers and profits.

Link: <http://www.america.gov/multimedia/video.html?videoid=1498976413>

Economics: Entrepreneurship.

This brief video explores the motivation that drives entrepreneurs to shape our world and our future.

Link: <http://www.america.gov/multimedia/video.html?videoid=1351244738>



Entrepreneurship: Building Social Changes

The participants of Presidential Summit on Entrepreneurship talked about the role that entrepreneur can and must play in a healthy, thriving, prosperous, and stable society.

Link: <http://www.america.gov/multimedia/video.html?videoid=86070814001>



Innovation:
Kiva.org .
Kiva.org

technology enables person-to-person lending from the developed world to the developing world and empowers entrepreneurs to support themselves and their families

Link: <http://www.america.gov/multimedia/video.html?videoid=1365214050>

Sandiaga Uno: Indonesia's Inspirational Entrepreneur

Sandiaga Uno is without doubt one of Indonesia's richest men. With an estimated personal wealth of \$400 million dollars and assets valued in the billions, the 41-year-old's climb to the top is an inspiration to many budding entrepreneurs. Yet this father of two, from humble beginnings is not interested in promoting his own story but rather that of his country and its enormous potential.

Link: <http://edition.cnn.com/2010/BUSINESS/11/24/indonesia.uno.wealth/index.html#>

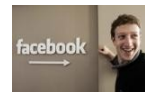
Photo Gallery

Upstart Startups

A recent Harris Interactive survey of Americans ages 8-21 finds they want to be their own boss. A full 40 percent hope to start a business of their own.

Almost two-thirds of American youth believe that, if they work hard, they can start a successful business. These photos depict "upstarts" who pulled off successful "startups" during their teens or 20s. Some of them are grown up now -- their names and companies regularly appear on television and in the financial pages of newspapers. Others are newer and becoming better known every day.

Link: http://www.america.gov/multimedia/photogallery.html#/4110/teen_entrep/



Interactive Game

Interactive Game: Can Your Government Promote Entrepreneurship?

You can invest \$1 million of public funds to spur high-tech business. What steps will you take? To start click: <http://www.america.gov/pro-mote-entrepreneurship.html>



HIGHLIGHTS

Did You Know?



The bi-ski helps the physically challenged snow-down hills and mountains (© AP Images)

In the United States, it is often small business owners who break ground in expanding employment and recreational opportunities for people with disabilities.

Read more at:
<http://1.usa.gov/gYYpbz>
<http://1.usa.gov/dR7sj4>

Special Points of Interest:

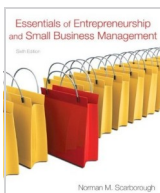
- **Entrepreneurship is an attractive career choice, but decision making is a must.** For details please visit: <http://www.america.gov/st/econ-english/2008/May/20080603213245eaifas0.3291284.html>
- **Small businesses have flexibility to innovate, create new products and services.** For details please visit : <http://www.america.gov/st/econ-english/2008/May/20080603232512eaifas0.7224848.html>

BOOKS

**Available at the IRC,
U.S. Embassy Jakarta**

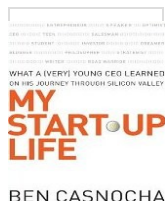
Entrepreneurship: Successfully Launching New Ventures. Bruce Barringer and Duane Ireland. New Jersey: Prentice Hall, 2007.

Entrepreneurship: Starting and Operating a Small Business. Steve Mariotti and Caroline Glackin. New Jersey: Prentice Hall, 2009.



Essentials of Entrepreneurship and Small Business Management (6th Edition).

Norman M. Scarborough. New Jersey: Prentice Hall, 2010.



BEN CASNOCHA

My Start-Up Life: What a (Very) Young CEO Learned on His Journey Through Silicon Valley. Ben Casnocha and Marc Benioff. San Francisco: Jossey-Bass, 2007.

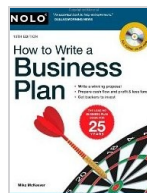
**Available at all American
Corners in Indonesia**



Entrepreneurship: Starting and Operating a Small Business. Steve Mariotti and Caroline Glackin. New Jersey: Prentice Hall, 2009.



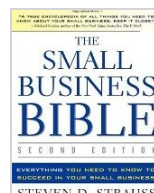
Facebook Marketing: Leverage Social Media to Grow Your Business. Steve Holzner. Que Publisher, 2008.



How to Write a Business Plan. Mike McKeever. Berkeley: NOLO, 2010.

I'm on Facebook--Now What??? How to Get Personal, Business, and Professional Value from Facebook. Jason Alba. Cupertino, CA: Happy About 2008.

My Start-Up Life: What a (Very) Young CEO Learned on His Journey Through Silicon Valley. Ben Casnocha and Marc Benioff. San Francisco: Jossey-Bass, 2007.



The Small Business Bible: Everything You Need to Know to Succeed in Your

Small Business. Steven Strauss. San Francisco: Wiley, 2008.

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Contact Info:

Information Resource Center (IRC)
Public Affairs Section
U.S. Embassy Jakarta

Address:

Jl. Medan Merdeka Selatan 4-5,
Jakarta 10110, Indonesia
Tel.: (021) 350-8467
Fax: (021) 350-8466
Email: ircjakarta@state.gov

Website:

<http://jakarta.usembassy.gov/irc.html>

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